INDEX · Vol. 16 · (1984)

KEY
3:65 = Third Quarter: Page 65
(F) = Feature Article
(SR) = Selected Reading

Subject Index

COMPENSATION PLANNING

A Case for Considering Performance Shares if Your Compensation Strategy Calls for Stock Grants (F) 1:50

DEFRA: A Guide Through the Labyrinth Affecting Compensation and Benefits (F) . . . 4:12

Designing Sales Compensation Plans to Keep Pace with Fast-Moving High-Tech Markets (SR) . . . 3:60

Executive Compensation: Looking to the Long Term Again (SR) . . . 1:62

The Future of Deferred Compensation (SR) . . . 4:62

Incentive Plans: Over the Long Term (F) . . 2:39

Incentive Plans: Over the Long Term (F) . . 3:26

Multiple Regression: A Method for Upgrading Salary Surveys (F) 3:37

Pressure Points: Factors Influencing Total Compensation (SR) 2:63

A Way to Audit the Job Matches of Salary Survey Participants (F) 3:47

EXECUTIVE COMPENSATION

A Case for Considering Performance Shares if Your Compensation Strategy Calls for Stock Grants (F) 1:50

DEFRA: A Guide Through the Labyrinth Affecting Compensation

INDEX · Vol. 16 · (1984)

KEY
3:65 = Third Quarter: Page 65
(F) = Feature Article
(SR) = Selected Reading

Subject Index

COMPENSATION PLANNING

A Case for Considering Performance Shares if Your Compensation Strategy Calls for Stock Grants (F) 1:50

DEFRA: A Guide Through the Labyrinth Affecting Compensation and Benefits (F) . . . 4:12

Designing Sales Compensation Plans to Keep Pace with Fast-Moving High-Tech Markets (SR) . . . 3:60

Executive Compensation: Looking to the Long Term Again (SR) . . . 1:62

The Future of Deferred Compensation (SR) . . . 4:62

Incentive Plans: Over the Long Term (F) . . 2:39

Incentive Plans: Over the Long Term (F) . . 3:26

Multiple Regression: A Method for Upgrading Salary Surveys (F) 3:37

Pressure Points: Factors Influencing Total Compensation (SR) 2:63

A Way to Audit the Job Matches of Salary Survey Participants (F) 3:47

EXECUTIVE COMPENSATION

A Case for Considering Performance Shares if Your Compensation Strategy Calls for Stock Grants (F) 1:50

DEFRA: A Guide Through the Labyrinth Affecting Compensation

PERFORMANCE A Case for Considering Performance Shares if Your Compensation Strategy Calls for Stock Grants (F)	Brennan, Lawrence T. Updating the Traditional Corporate Retirement Program,	
Executive Compensation: Looking to the Long Term Again (SR)	Part 1 (F)	
Pay for Performance: Measures and Standards (F) 3:15 Pressure Points: Factors Influencing Total Compensation (SR)	Cook, Frederic W. Reporting Compensation Expense for Stock Options: In Defense of Opinion 25 (F)	
RETIREMENT DEFRA: A Guide Through the Labyrinth Affecting Compensation and Benefits (F). A:12 Norris Decision Will Narrow Employee Choices (SR). 1:67 The Pension Accounting Controversy (F)	Cropsey, Betsy Hollowell The Pension Accounting Controversy (F)	
Multiple Regression: A Method for Upgrading Salary Surveys (F) 3:37 A Way to Audit the Job Matches of Salary Survey Participants (F) 3:47	Hoos, John O. DEFRA: A Guide Through the Labyrinth Affecting Compensation and Benefits (F) 4:12	
STOCK OPTIONS A Case for Considering Performance Shares if Your Compensation Strategy Calls for Stock Grants (F) 1:50 DEFRA: A Guide Through the Labyrinth Affecting Compensation and Benefits (F) 4:12 Executive Compensation: Looking to the Long Term Again (SR)	Hurwich, Mark R. and John K. Moynahan Designing Sales Compensation Plans to Keep Pace with Fast-Moving High-Tech Markets (SR)	
fense of Opinion 25 (F)	Khoury, Colleen A. Incentive Stock Options: Proposed New Regulations Provide Answers (and Raise Some Questions) (SR) 4:50	
TAX LEGISLATION DEFRA: A Guide Through the Labyrinth Affecting Compensation and Benefits (F)	Larson, John A. and Jude T. Rich Why Some Long-Term Incentives Fail (F) 1:26 Mahoney, Thomas A.; Benson Rosen; and Sara Rynes Where Do Compensation Specialists Stand on Comparable Worth? (F) 4:27	
Cost Cuts (SR)	Moynahan, John K. and Mark R. Hurwir 5 Designing Sales Compensation Plans to Keep Pace with Fast-Moving High-Tech Markets (SR)	
	The Future of Deferred Compensation (SR)	
Author Index	pensation Strategy Calls for Stock Grants (F) 1:50	
Alden, Philip M. Jr. Norris Decision Will Narrow Employee Choices (SR)1:67	Paul, Robert D. Evolutionary Trends in Benefit Plan Design (SR)3:65	
Billett, Thomas C. An Employer's Guide to Preferred Provider Organizations (SR)	Phillips, Carolyn Medicare's New Limits on Hospital Payments Force Wide Cost Cuts (SR)	

Rayford, Mark E. Reducing Taxable Income with 401(k) (SR)2:58	Where Do Compensation Specialists Stand on Comparable Worth? (F)
Rich, Jude T. and John A. Larson Why Some Long-Term Incentives Fail (F) 1:26	Schwab, John T. Multiple Regression: A Method for Upgrading Salary Suveys (F)
Rock, Robert H.	
Pay for Performance: Measures and Standards (F) 3:15	Weinberger, Theodore E. A Way to Audit the Job Matches of Salary Survey Pa
Rosen, Benson; Thomas A. Mahoney; and Sara Rynes Where Do Compensation Specialists Stand on Compara-	ticipants (F)
ble Worth? (F)	White, William L. and Douglas O. Jensen Pressure Points: Factors Influencing Total Compensation
Rynes, Sara; Thomas A. Mahoney; and Bension Rosen	(SR)

Compensation Review's Special Reprint Service

You may make, for personal or internal use, 50 copies of any article in this issue of *Compensation Review* to which the author does not retain copyright as identified on the first page of the article. This consent is given on the condition, however, that the copier pay the per-copy fee of \$1.50 to American Management Associations, 135 West 50 Street, New York, N.Y. 10020, Attention: Manager, Rights & International Sales. It does not extend to other kinds of copying, such as copying for general distribution, for advertising or promotional purposes, for creating new collective works, or for resale. Written permission for such special rights must be obtained from the Manager, Rights & International Sales, at the address noted above. Single-article reprint licenses are available for reproducing more than 50 copies or for commercial use of an article.

Reprints of single articles from Compensation Review are also available with a minimum order of five copies. The price schedule follows:

First five copies	\$ 14.75 2.50 each
First 100 copies	250.00
Add'l. 100s to 1,000	175.00
Add'l. 100s over 1.000	150.00

MINIMUM ORDER: FIVE COPIES OF A SINGLE ARTICLE

Please allow five weeks for delivery. Orders should be addressed to Publication Services, American Management Associations, Saranac Lake, New York 12983, and should include the identifying number that appears at the bottom of the first page of each article. Orders for \$14.75 or less must be prepaid.

